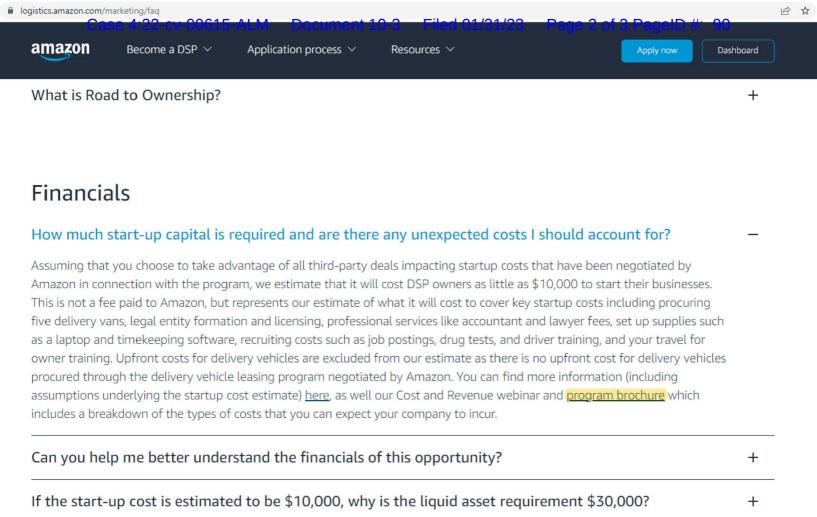
EXHIBIT C



Application process



The opportunity to lead

Amazon is seeking entrepreneurs throughout the country to launch and operate their own package-delivery businesses. The Delivery Service Partner (DSP) program provides an opportunity for strong leaders who are passionate about starting their own business and developing high-performing, safety-focused teams. Joining a robust community of small businesses, you will help deliver thousands of packages to customers throughout the year.

BECOME AN OWNER

If you're a customer-obsessed, hands-on leader who thrives in a high-speed, ever-changing environment, launching an Amazon Delivery Service Partner (DSP) business may be the opportunity for you. As a DSP owner, you'll focus on building a successful, safety-first work culture that includes recruitment, hiring, and coaching a team of high-performing, hourly employees and managing a fleet of delivery vehicles throughout the year. Amazon will support you by providing a dedicated business coach and access to value-added services, such as uniforms and vehicle insurance, to help you run your business efficiently. With the right staffing and operational plan that allows you to adapt to demand throughout the year, you'll be set up to run a business that delivers the best experience for our customers.

Access to Amazon's exclusive discounts on a suite of assets and services keeps owner **startup costs as low as \$10,000**. (Please see page 10 for more details on how these figures have been calculated.)

Successful owners can expect:

Startup costs as low as*

\$10K

Annual revenue potential*

\$1M-4.5M

Annual profit potential*

\$75K-300K

*Startup costs are based on the first 5 vehicles. Revenue and profit projections are for fully ramped partners. Actual figures will vary. Visit amazon.com/dspfinancialnotes for more details.

